

CIN : U24304GJ2018PLC105071
An ISO 9001 : 2015 Certified Company
An ISO 14001 : 2015 Certified Company
An ISO 45001 : 2018 Certified Company
SA 8000 : 2014 Certified Company



Date: 19.08.2024

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex, Bandra (E)
Mumbai – 400051

Symbol: PARAGON

SUB: INTIMATION OF KNOWLEDGE SESSION AND INVESTOR PRESENTATION

Dear Sir / Madam,

In accordance with the applicable requirements and regulations of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable Regulations, if any, we hereby inform you that on behalf of the Company, Go India advisors have organised knowledge Session (Virtual Interaction) for Investors on Thursday, August 22, 2024.

The Investor Presentation to be made at Knowledge session is enclosed herewith.

The above schedule is indicative and is subject to changes necessitated by any unforeseen developments.

The company will be referring to publicly available documents for discussions during interaction in the meeting and no unpublished price sensitive information (UPSI) is intended to be discussed during the interaction.

This is for your information and record.

For Paragon Fine and Speciality Chemical Limited

Pravinchandra Jasmat Vasolia
Managing Director
DIN: 02896534

Encl: As Above



CORPORATE OFFICE :

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PLANT ADDRESS :

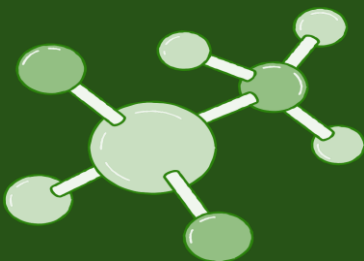
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PARAGON FINE & SPECIALITY CHEMICAL LTD

H2 & FY24 Investor Presentation

August 2024

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- **Leading global supplier of specialty intermediates**
- **Industries Served :**
 - Specialty Pigments & Dye
 - Agrochemical
 - Cosmetic
 - Pharmaceuticals
 - Electronics

Revenue
CAGR
14% (FY21-24)

EBITDA
CAGR
47% (FY21-24)

PAT
CAGR
48% (FY21-24)

ROCE
40% (FY24)

ROE
57% (FY24)

CFO
Rs 0.20 Cr
(FY24)

**19+ Years
of Excellence**

140+ Products

**100+
Global Clients**

**40+
Countries Served**

~ 40% Export

**50+
Team Strength**

**600 MTPA
Capacity**

**50+ Products
Manufactured under
NDA**

Our Journey

2004

- Commenced Operations for chemical manufacturing and sales
- Started producing of dye intermediates and a range of broadening product.

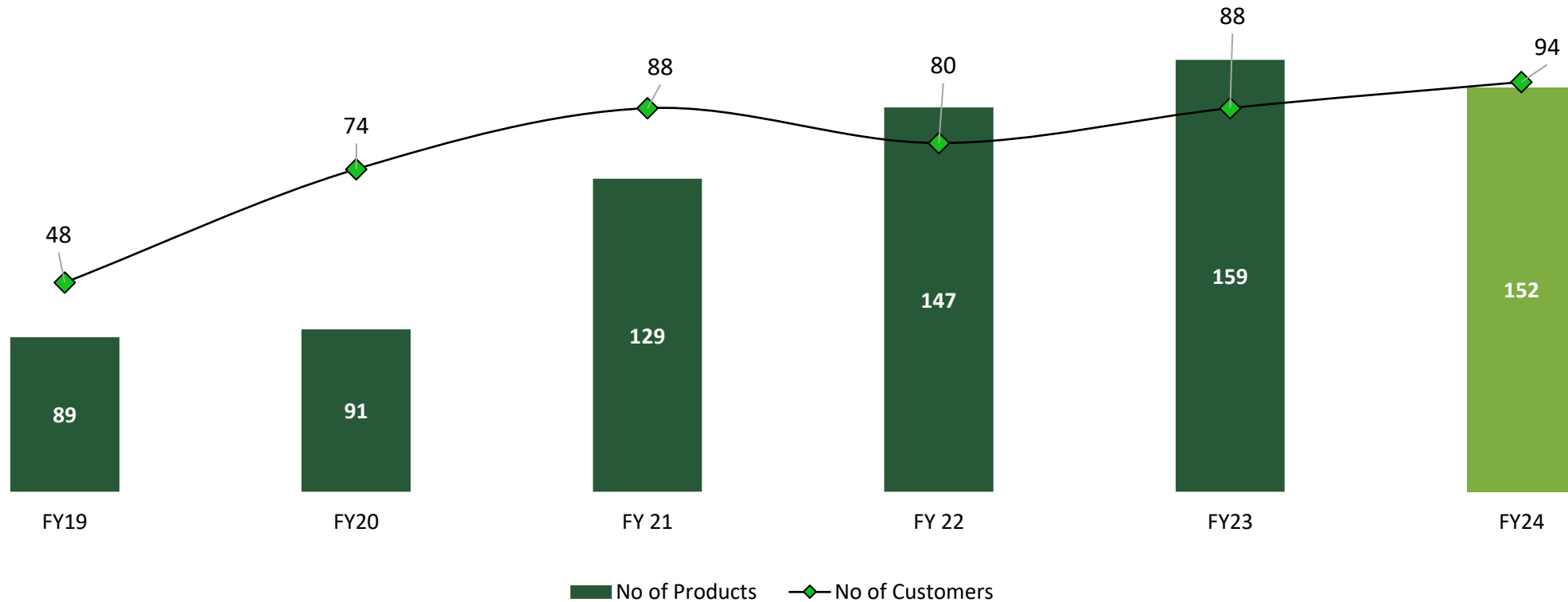
2022

- 8000 certification attained alongside One Star Export House accreditation

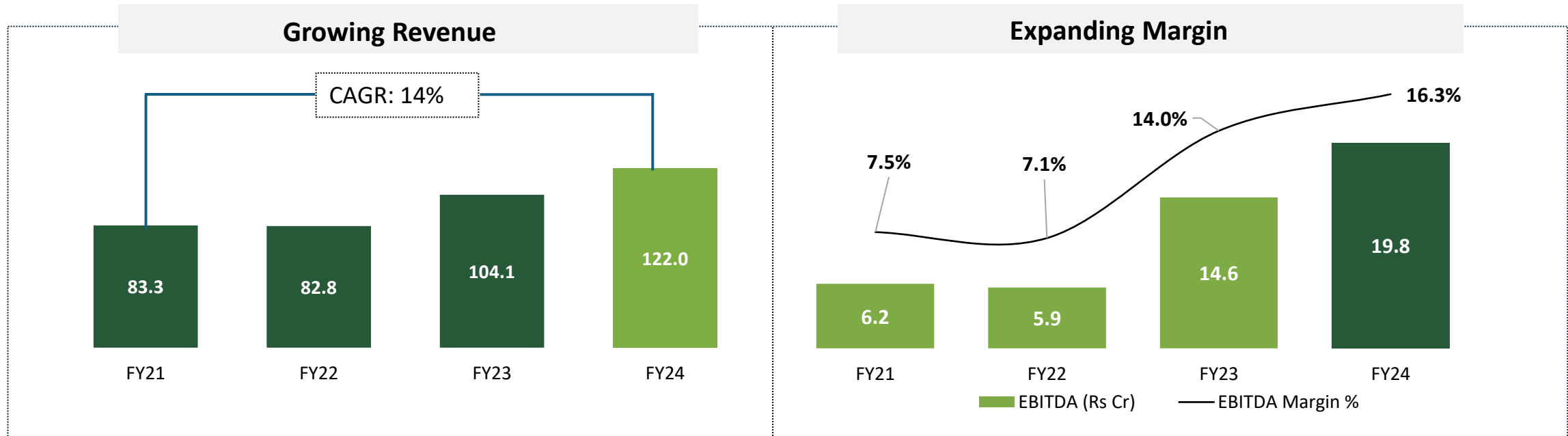
2024

- Client based Increased to 94
- Revenue touched Rs 122 Cr.

Growing Customer Base



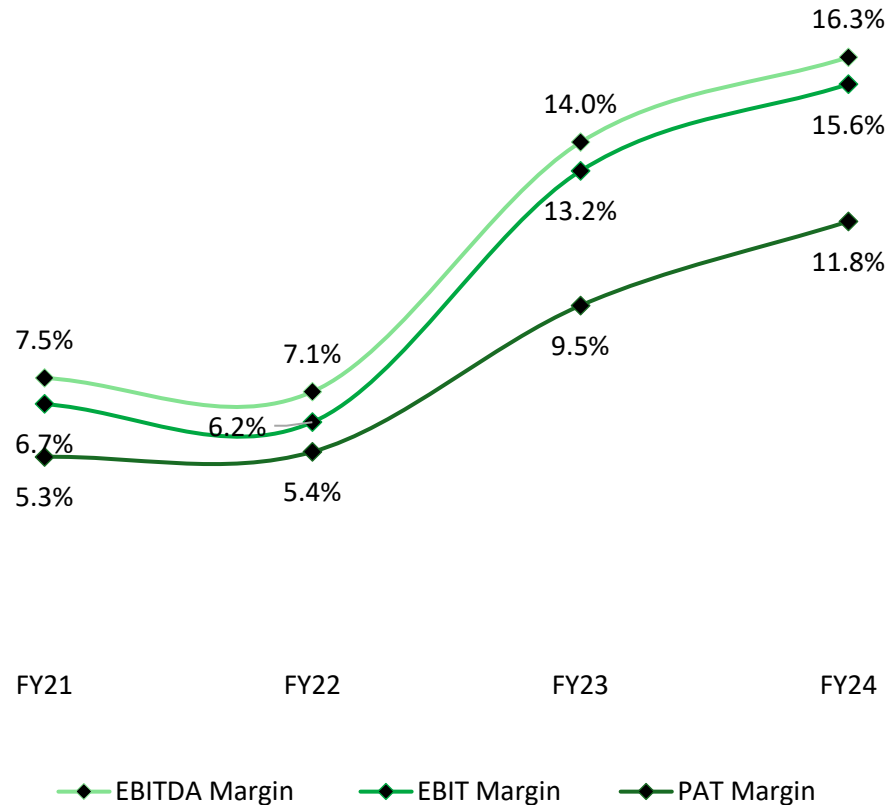
Paragon's Growth and Product Strategy



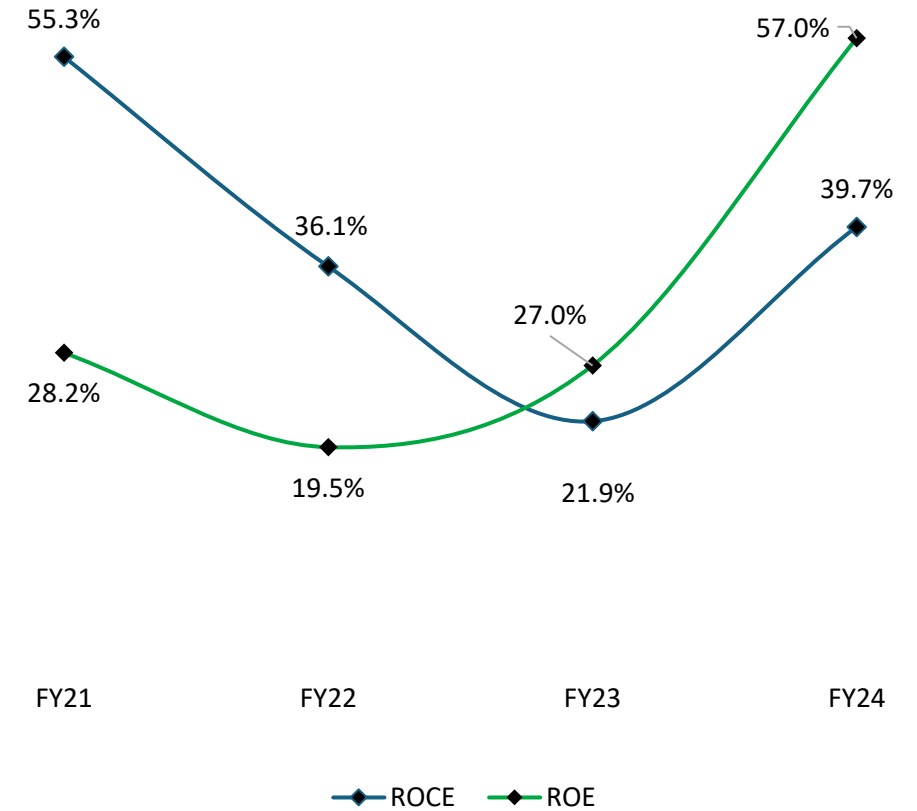
- Company's growth is on an upward trajectory, with current capacity at **650 MTPA** and plans for expansion to **850 MTPA** by June 2025
- Introduction of HALQUINOL, targeting an addressable market of **10,000 MTPA**, with a projected production of at least **150 MTPA**, highlights strategic market penetration.
- Anticipated **GMP certification for HALQUINOL Pharma grade** is expected to significantly **enhance revenue by ~ ₹15 Cr**, with robust profit margins ranging between **~ 30% to 40%**.
- EBITDA is expected to maintain stability, driven by an anticipated revenue growth of **~ 20% year-over-year (YoY) till FY26**

Expanding margins: Increasing returns, Creating shareholder value

Expanding Margin



Enabling Shareholders' Return



Formidable Foundations - Our Unbeatable USPs



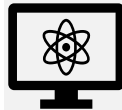
Trusted by established MNCs



- Solid Foundations: Partnering with Global Industry Leaders
- Proven Excellence: Delivering Quality to Top-tier Enterprises
- Developed over 50 customized products for clients



Technology Expertise



- In-house technology development for all solutions
- Internal capabilities full fill all raw material needs
- Implementing Advanced Technology Across Multiple Stages of Chemistry



Tough Certifications



- Attained Stringent Certification through astute Navigation
- Aligned with client needs and industry benchmarks

Global Leaders: Our Clientele

- Everlight Chemical Industrial Corporation
- Archroma
- Modern Dyestuff & Pigments Co. Ltd.
- Pidilite Industries

Certifications

ISO 45001:2018

ISO 14001:2015

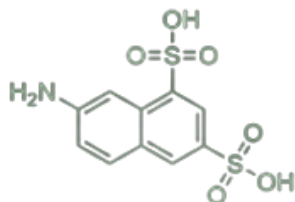
ISO 9001:2015

SA 8000:2014

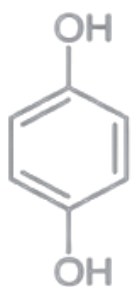
Specialised in Complex Chemistries



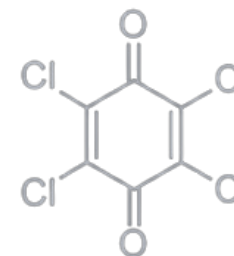
- PFSCCL, one of India's largest suppliers of Chloranil and Dichlone
- Chloranil used in Pigment while Dichlone used in Agro Industry



- Excelling in 20+ chemistries, we drive innovation and new product development
- Our hit product, Dichlone, contributes 8% to our revenue



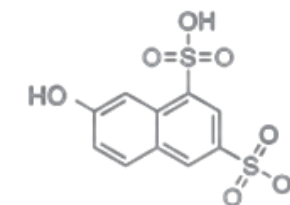
- Our team has successfully conducted multi-step synthesis and scale-up for numerous new molecules in specialty intermediates
- 50+ Chemistries Produced under NDA



- Completion of rigorous certification, establishing a high barrier to entry for new players
- Proudly holds 4+ certifications, showcasing our dedication to excellence.



- High barriers exist due to complex catalytic processes and the demand for advanced technical and R&D capabilities
- In-house R&D facility with 14 technocrats



Emerging as a Key Player in a High-Barrier Industry

- ### Complex Catalytic Processes
- Processes involve intricate steps and chemical reactions
 - **PFSC**: Implementing Advanced Technology Across Five Chemistry Stages

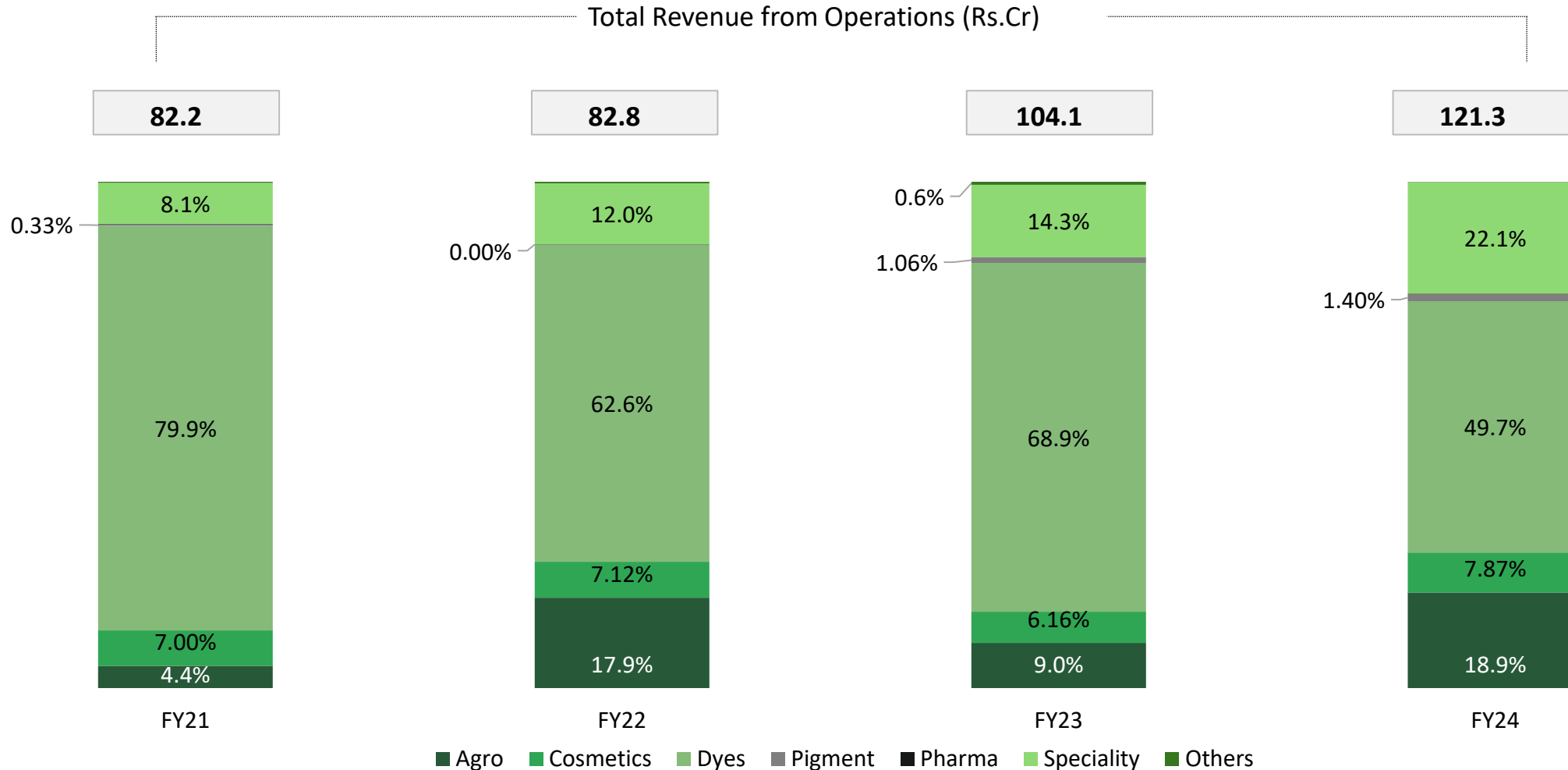


- ### Technical Expertise Requirement
- Demands a high level of specialized knowledge and skills

- ### Stringent Customer Audit
- Obtaining customer approval presents a substantial challenge, rendering it the primary barrier to entry.

- ### Resource Intensive
- Requires substantial investment in resources such as time, manpower, and capital
 - **PFSC**: 100% self-reliant in Finance & Technology

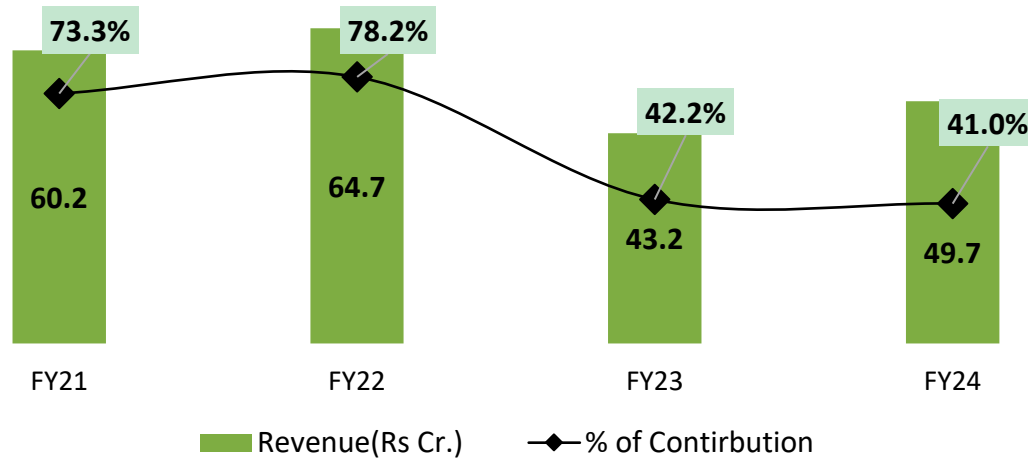
Diversified Revenue Stream: Segmental Revenue Contribution (%)



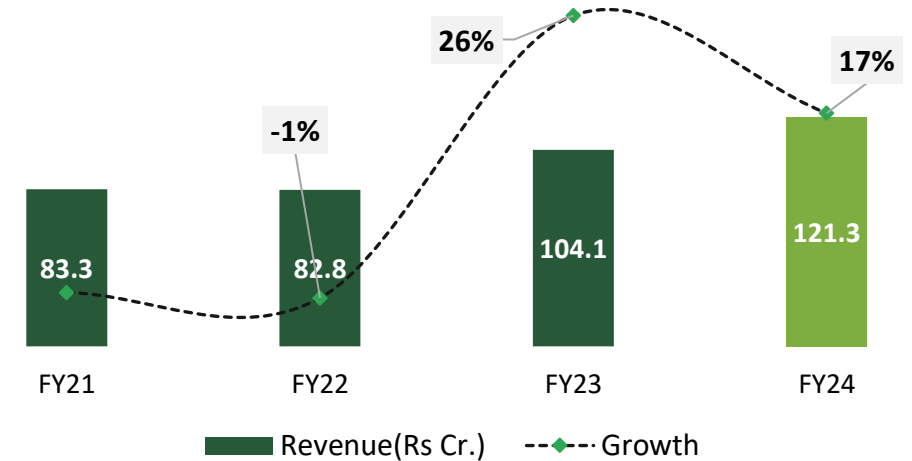
Revenue from Top 10 Customers

Tailored Solution, Customer Centric Success

Contribution from Top 10 Customers



Growing Revenue (Rs.Cr)

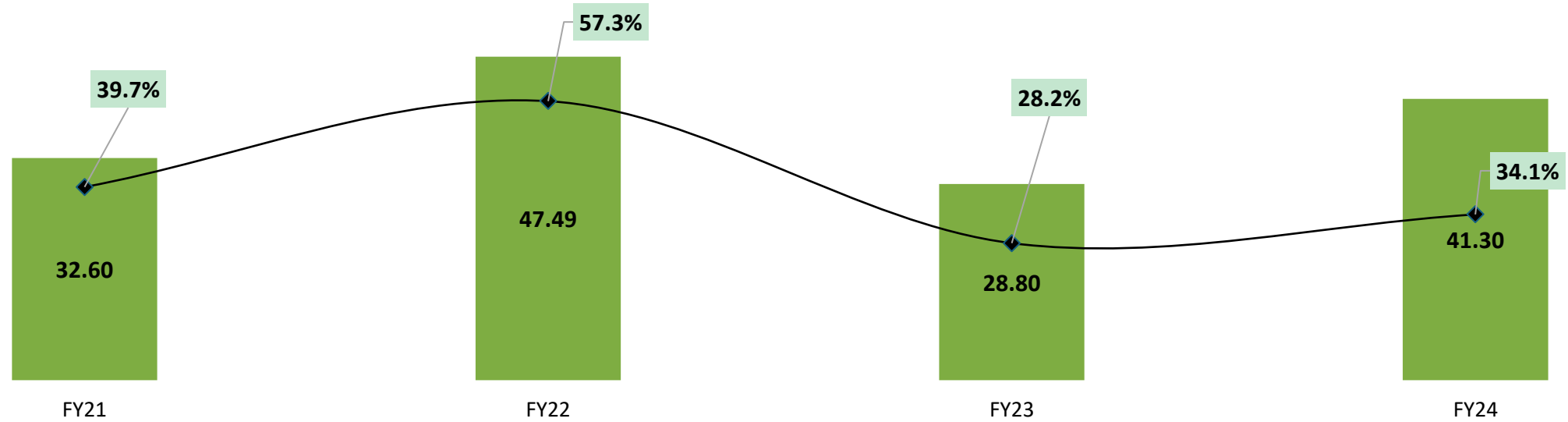


Fostering Long Term Relationship:

- Our relationships with over seven customers have spanned beyond 5 years, fostering long-term engagements
- Long-standing relationships facilitate the expansion of product offerings and geographic reach.
- **Custom Synthesis based on Tech NDA agreements:** Leveraging Custom Synthesis and Tech NDA agreements, we tailor solutions across a diverse range of over 40 chemistries to meet the unique requirements of each customer






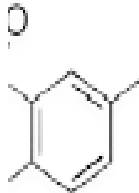
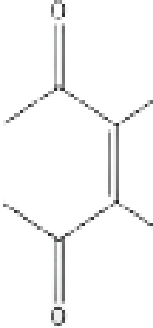
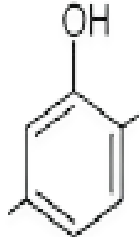
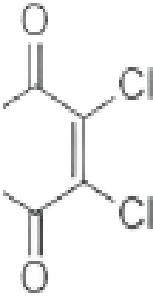

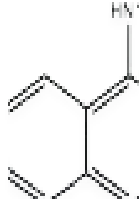

Revenue from Top 10 Chemistries

Top 10 Product % Contribution to Revenue



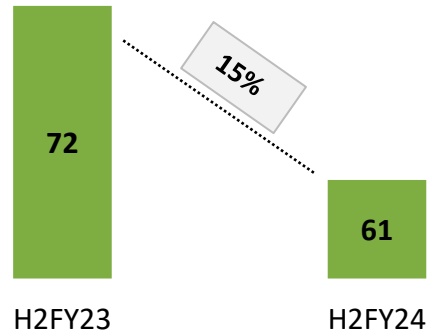
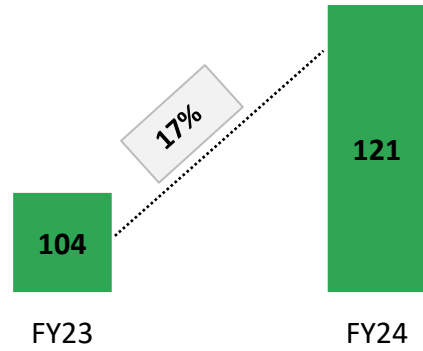
Product Name	End user Industry
2,3 Dichloro-1,4-Naphthoquinone (Dichlone)	Agro Intermediates
Chloranil	Dyes Intermediates
NDA Product- Dye Intermediates	Cosmetics Intermediates
NDA Product- Dye Intermediates	Dyes Intermediates
2,5 - DIMETHOXY ANILINE	Cosmetics Intermediates
NDA Product- Dye Intermediates	Dyes Intermediates
NDA Product- Dye Intermediates	Specialty Intermediates
Novacron Yellow NC INT Moist	Dyes Intermediates
1-ACETAMIDO-7-NAPHTHOL	Dyes Intermediates
3,4-Dimethoxy Aniline	Cosmetics Intermediates

Strong Product Pipeline

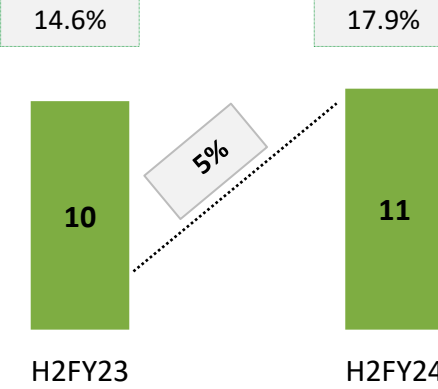
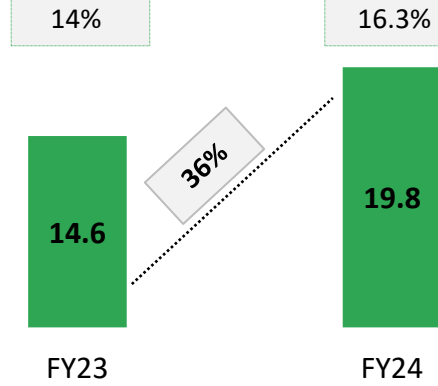
						
	Product Name	Description	Progress	Technology	Remarks	
	HALQUINOL- Feed Grade	Feed additive	Under Execution	Chlorination	Sampling Completed	
	HALQUINOL- Pharma	Antibiotic	Expected Launch timeline: Q1FY25	Chlorination	<ul style="list-style-type: none"> o GMP Registration awaited o 40-50% enhancement in Price viz a viz Feed 	
	N-(n-Butyl)thiophosphoric triamide (NBPT)	NBPT is a urease inhibitor which can reduce nitrogen loss by ammonia evaporation from urea	Pilot Scale	Phosphorylation	Used in Agro Fertilizer	
	Electronic Display Intermediates	Intermediates for monomers of display	Research and Development	Fluorination & amination	CRDMO for Japan based client	

Financial Highlights

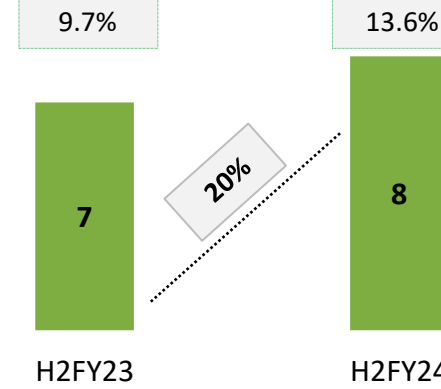
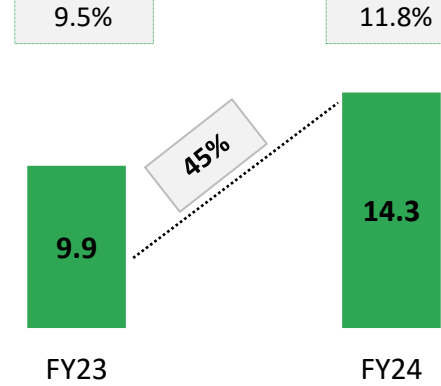
Revenue (Rs Cr.)



EBITDA (Rs Cr.) & EBITDA Margin %



PAT (Rs Cr.) & PAT Margin %



Balance Sheet

Particulars (Rs Cr.)	FY24	FY23	Particulars (Rs Cr.)	FY24	FY23
Assets			Equity and Liabilities		
Non-Current Assets			Shareholders funds		
Plant Property and Equipment	10.9	9.4	Share Capital	19.6	3.6
CWIP	0.6		Reserves and Surplus	63.9	18.7
Other Intangible Assets	0.0	0.0	Net Worth	83.5	22.3
Non Current Investments	0.0	0.0	Non-Current Liabilities		
Long Term Loans and Advances	5.1	0.5	Long term Borrowings	8.4	14.4
Other Non Current Assets	0.0	0.0	Deferred Tax Liabilities	0.4	0.3
Total Non Current Assets	16.6	9.9	Other Long Term Liabilities	-	0.0
Current Assets			Long Term Provisions	0.2	0.2
Cash and Bank Balances	23.9	1.3	Total Non-Current Liabilities	8.9	14.9
Inventories	31.6	22.3	Current Liabilities		
Investment	0.0	0.0	Short Term Borrowings	0.3	10.8
Trade Receivables	25.5	27.1	Trade Payables	12.6	20.1
Short Term Loans and Advances	0.9	0.1	Other Current Liabilities	0.2	0.2
Other Current Assets	12.0	10.3	Short Term Provisions	5.0	2.7
Total Current Assets	94.0	61.1	Total Current Liabilities	18.1	33.8
Total Assets	110.5	71.0	Total Liabilities	27.0	48.7
			Total Equity and Liabilities	110.5	71.0